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Baseline Selling—for Home Run Sales. Baseline Selling was founded in 2005 by Dave Kurlan and is fully described in his book Baseline Selling: How to Become a Sales Superstar by Using What You Already Know About the Game of Baseball. It was created as an answer to the problem of salespeople resistance to adopting complex selling methodologies and cleverly taps into a subject many already know: baseball.

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Baseline Selling is the only book I've found that doesn't assume you already have a business to business sales process. It starts with the head trash that is a barrier to effective sales, moves into effective prospecting and takes you all the way through to the close, providing a framework and a repeatable process.

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